

PLAYER MAP



Plan 3D

Relationship Plan: Who, What, How

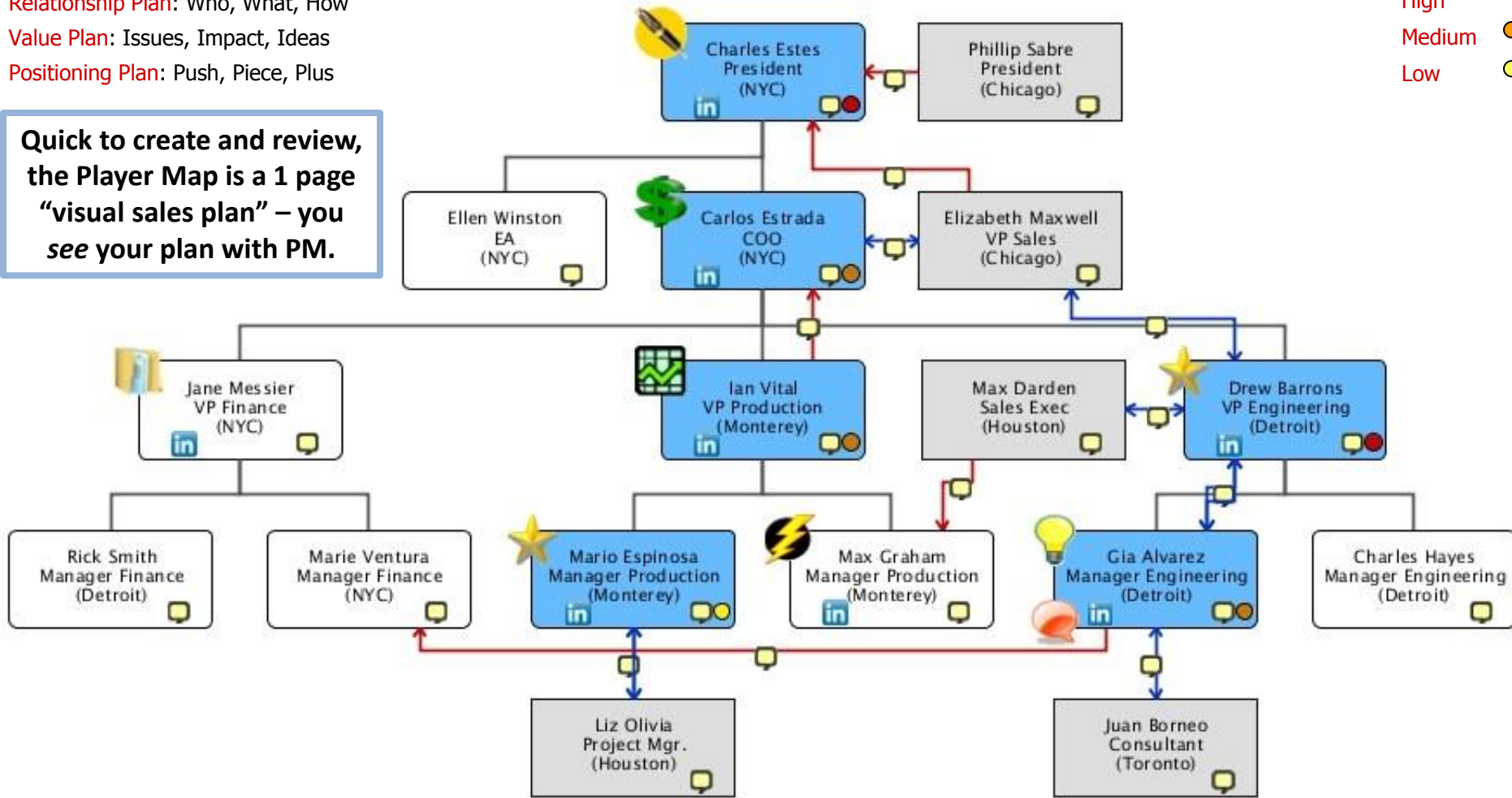
Value Plan: Issues, Impact, Ideas

Positioning Plan: Push, Piece, Plus

Power Meter

- High ●
- Medium ●
- Low ●

Quick to create and review, the Player Map is a 1 page “visual sales plan” – you see your plan with PM.



Player	Champion	Source	Solution	Business	Pen Power	Funds	Contract	Competitor	Existing Bridge	Required Bridge	Our Team	LinkedIn

PLAYER MAP

- **Visual Sales Plan**
- **Collaboration Tool**
- **Coaching Process**

The Player Map elevates your sales team focus, and it does so instantly on only 1 page.

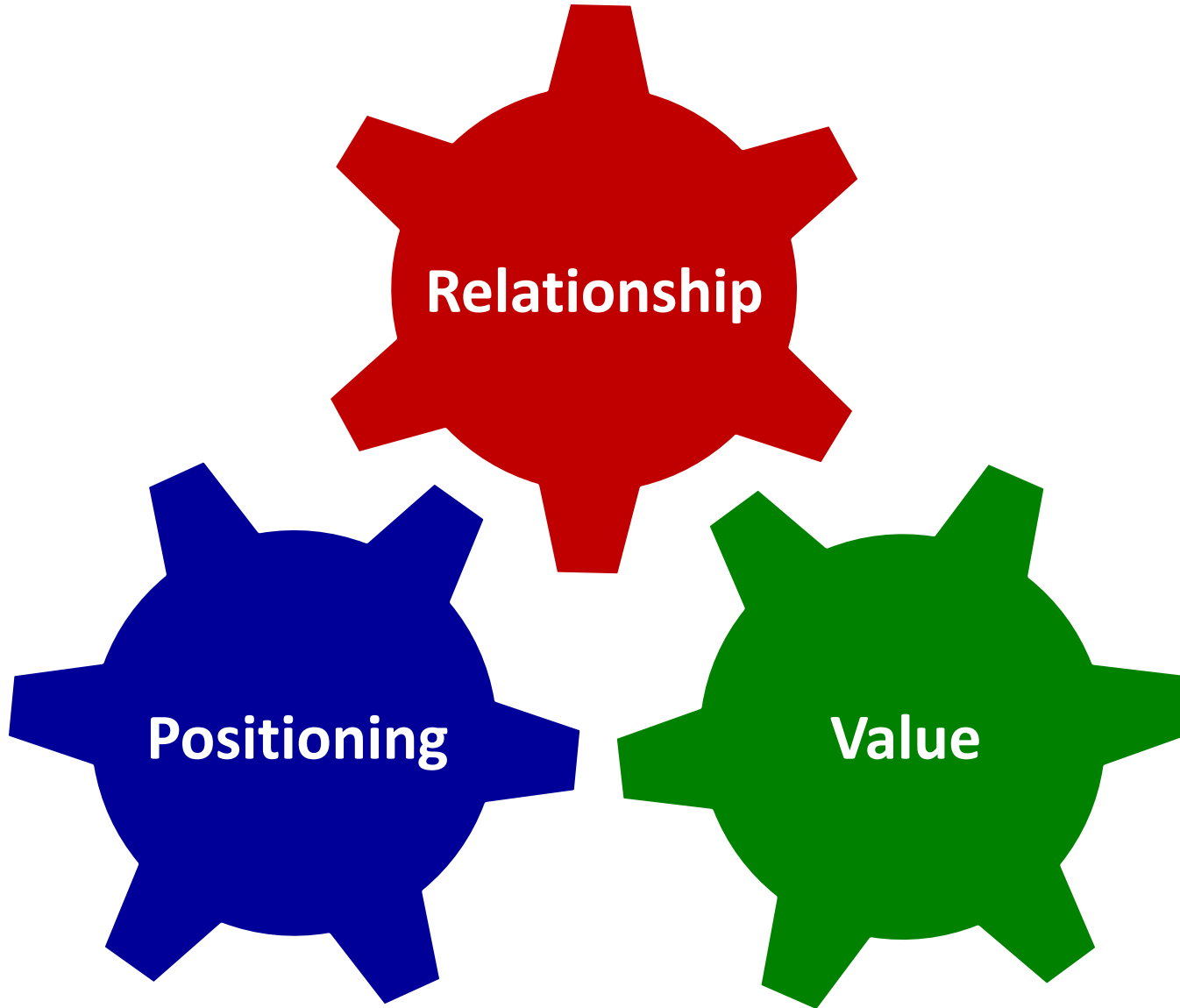
APPROACH

Player Map is more than a tool –
core modules you will learn to
effectively sell with the PM.

- **Player Progression: Are You a Player?**
- **Know Your Client: Who are Players?**
- **Know Your Players: Traits & Thinking**
- **Champions: How to Find & Develop**
- **Bridges: Build Professional & Personal**
- **Player Map: Know the key Characters**
- **Plan 3D: Relationship, Value, Positioning**

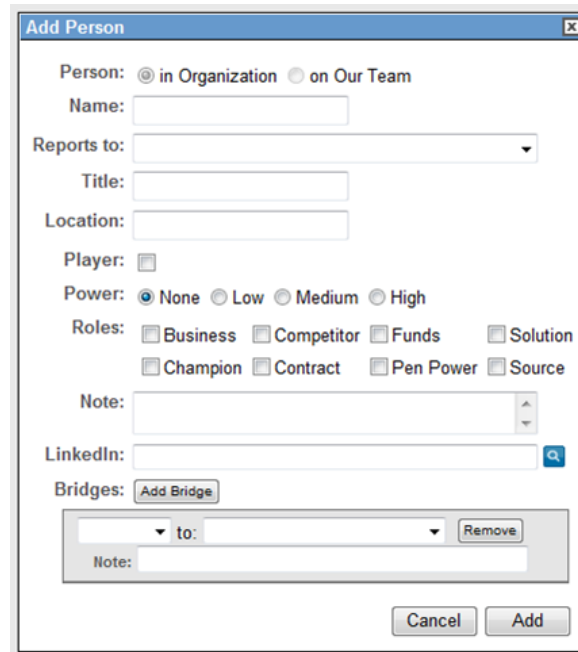
PLAN 3D

A comprehensive 3D sales plan that covers all the bases to help you maximize win rate.



PLAYER MAP X-RAY

An x-ray of social networks & power, you see your sales plan with the Player Map. Built to optimize sales planning, team [collaboration](#) & manager coaching, you can very efficiently drive your account management on only 1 page using Player Map. Leveraging LinkedIn® & Salesforce®, you sell more sooner when you Player Map it

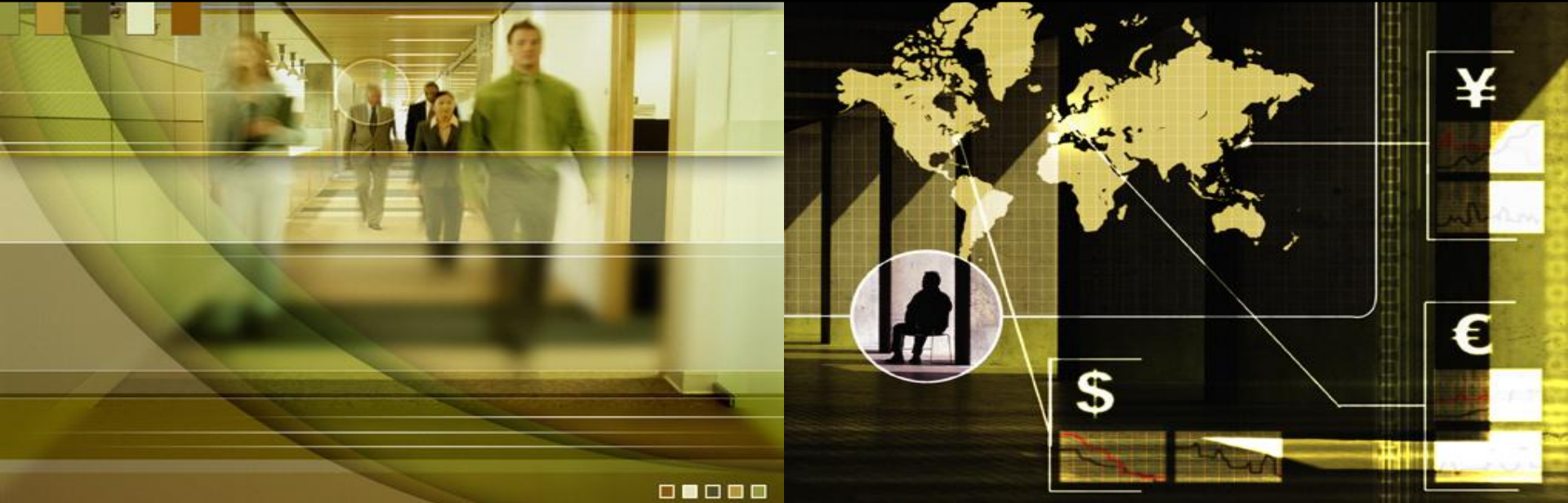


Player Map X-Ray (PMX) generates your custom-cut Player Map instantly online. PMX [folders](#) & messaging speeds sales team collaboration and sales plan review. Manage Player Maps in your private account on our super-quick [SSL secure](#) host, accessing PMX anytime & anyplace, enabling you to drive business at your pace.



See it. Create it. Win it.

Success demands you find the right players and deliver the value they want – to maximize your win rate when you only get one shot to win...PLAYER MAP



The PLAYER MAP lets you instantly see the people making the decisions and the bridges you need to cross to get to them – an x-ray of precisely how to win

PLAYER  **MAP**
Visual Sales Plan